

**MINUTES OF THE RHODE ISLAND
REAL ESTATE COMMISSION**

DATE: February 25, 2014

TIME: 9:15 A.M.

LOCATION: Department of Business Regulation

Real Estate Section

John O. Pastore Center

1511 Pontiac Ave. Bldg. 69-1

Cranston, RI 02920-0942

Members Present:

Brenda L. Marchwicki: Chairperson, Gilbert P. Bricault: Vice-Chairperson, Gregory M. Dantas, Olivia K. Byron, Esq., Ronald R. Baccala, Jr., Lisa A. Pinsonneault: Special Assistant Attorney General and William J. DeLuca: Real Estate Administrator DBR.

Non Members Present:

Lisa J. Crenca: Real Estate, DBR

Chairperson Marchwicki opens the meeting at 9:19 A.M., she asks the members and public to introduce themselves, then asks for a motion to accept the January Minutes as presented, Gil makes the first motion, and Ron seconds his motion. Motion passed.

The following continuing education courses were reviewed:

Greg Dantas presented the recommendations of the Continuing Education Committee to the Board.

ATTORNEY TITLE SERVICES, INC/REIDY LAW OFFICES, LTD:

- The Relationship of Probate to the Real Estate Closing Process
3 CEU**
- Transaction Pitfalls & Other Deal Breakers Closing Process
3 CEU**

Two courses approved as submitted. Motion made by Olivia and seconded by Greg. Motion passed.

CARMA REAL ESTATE EDUCATION CENTER:

- ASRE3 Agent Safety in Real Estate
3 CEU**
- HW1 How Your Home Works
1 CEU**
- MEI1 Managing Expectations of the Home Inspection
1 CEU**
- RHI1 The Role of a Home Inspector
1 CEU**
- DRE3 The World of Diversity in Real Estate**

3 CEU

Five courses approved as submitted. Motion made by Bill and seconded by Ron. Motion passed.

COLDWELL BANKER RESIDENTIAL BROKERAGE:

- **CR15-CBRB Condo's & Co-ops**

3 CEU

- **CR11-CBRB Sustainable Housing & Building Green~
What Agents Should Know**

3 CEU

- **CR12-CBRB The Truth About Mold**

3 CEU

- **CR14-CBRB Understanding 1031 Free Tax Exchanges**

3 CEU

- **Four courses approved as submitted. Motion made by Olivia and seconded by Lisa Pinsonneault. Motion passed.**

CONTINUING ED EXPRESS, LLC:

- **CEE-61 Mortgage Fraud Finds New Paths in Real Estate**

3 CEU

- **CEE-62 Resolving Transaction Disputes**

3 CEU

Two courses approved as submitted. Motion made by Olivia and seconded by Ron. Motion passed.

EASTERN REAL ESTATE SCHOOL:

Course renewals:

- **GRE 126 Appraisal Process**
3 CEU
- **GRE 128 Auctions & Foreclosures**
3 CEU
- **GRE 135 Offers and Negotiating**
3 CEU
- **GRE 136 Effective Open Houses & Safety**
3 CEU
- **GRE 132 Commercial Leasing & Leases**
3 CEU
- **REC 5 RI License Law**
3 Core
- **GRE 111 Anti-Trust**
3 Core
- **GRE 110 General Real Estate Laws**
3 Core
- **REC 4 Lead Paint Awareness & Lead Hazard Mitigation**
3 Core
- **REC 3 Fair Housing**
3 Core

- **REC 2 Law of Contracts**
3 Core
- **REC 104 Landlord & Tenant Laws**
3 Core
- **GRE 107 Closing & Settlement**
3 Core
- **GRE 125 Financing**
3 Core
- **GRE 129 Investment Property**
3 CEU
- **GRE 134 National Economic Trends & Modern Issues**
3 CEU

Sixteen renewal courses approved as submitted. Motion made by Bill and seconded by Olivia. Motion passed.

EXCEL REALTY SCHOOL:

New online courses:

- | | |
|---------------------------------------------------|-----------|
| • 613 Real Estate Finance and Tax Issues | 12 |
| CEU to 6 CEU | |
| • 614 Real Estate Finance Today | 6 |
| CEU to 3 CEU | |
| • 615 Red Flags: Property Inspection Guide | 6 |
| CEU to 3 CEU | |
| • 616 Reverse Mortgage for Seniors | 6 |
| CEU to 3 CEU | |

CEU to 3 CEU

All course CEU's were reduced by half. Motion made by Ron and seconded by Olivia. Motion passed.

FUTURE PROPERTIES ACADEMY:

- Sales Pre-Licensing

45 Hours

Forty-Five hour pre-licensing course approved as submitted. Motion made by Olivia and seconded by Lisa Pinsonneault. Motion passed.

LORMAN EDUCATION SERVICES:

- Landlord and Tenant Law

8 CEU

Lorman's course will be reviewed again in March. Landlord Tenant Law is a 3 hour course and the committee wants consistency in their approvals. Motion made by Ron and seconded by Olivia. Motion passed.

MARTINELLI CAPUTI, LTD:

- **Sales Pre-Licensing**

45 Hours

- **Landing the Listing: Now What?**

3 Core

Two courses approved as submitted. Motion made by Olivia and seconded by Ron. Motion passed.

MA & RI CHAPTER OF THE APPRAISAL INSTITUTE:

- **Litigation Assignments for Residential Appraisers**

7 CEU

- **National USPAP Update**

7

CEU

Two courses approved as submitted. Motion made by Olivia and seconded by Ron. Motion passed.

MCKISSOCK, LP:

Online renewal course:

- **4295 National Marketing, Negotiations & Closing the Sale**

2 CEU

New online courses:

- **5430 A New Look at Contract Law**

3 CEU

- **5315 Commercial Real Estate from the Beginning**

4 CEU to 3 CEU

- **5377 Common Mistakes Every Agent Should Avoid**

3 CEU

- **5352 Mortgages, Loans and Laws-How They Help Your Client**

3 CEU

Four courses approved as submitted, one course, # 5315 submitted for 4 CEU, but approved for 3 CEU. Motion made by Ron, seconded by Olivia. Motion passed.

REAL ESTATE NEXUS TRAINING ACADEMY:

- **09 From Dirt to Backyard Barbeque~**

The Land Development & Residential Building Process Explained 3 CEU

- **10 Real Estate Statistics ~ Become a Real Estate Actuary**
3 CEU to 2 CEU

Course #10 Real Estate Statistics, was reduced from 3 CEU to 2 CEU. Motion accepted as noted. Motion made by Lisa, seconded by Ron. Motion passed.

THE CE SHOP:

Online renewals:

- **E001 Basics of Real Estate Taxation**

6 CEU to 3 CEU

- **C002 Breaking Barriers: Fair Housing**

3 Core

- **E007 Foundations of Real Estate Finance**

6 CEU to 3 CEU

- **E008 From Contract to Keys: The Mortgage Process**

6 CEU to 3 CEU

- **E010 Keeping it Honest: Understanding Real Estate & Mortgage Fraud 3 CEU**

Two of the CE Shop courses were approved as submitted, while three were reduced from 6 CEU's to 3 CEU's. Motion made by Olivia, seconded by Bill. Motion passed.

THE RHODE ISLAND ASSOCIATION OF REALTORS:

New Course:

- **432 Flipping Houses for Success**

3 CEU

- **433 Even Real Estate Has Taxes!**

3 Core

Course renewals:

- **352 Environmental Due Diligence**

3 Core

- **390 New Purchase & Sales Agreement**

3 Core

- **394 Foreclosures, Short Sales, REO and Auctions (Online)**

4.5 CEU to 5 CEU

- **350 Home Buying and Your Credit**

3 CEU

- **397 Sustainable Housing (Online)**

8 CEU

All courses approved as submitted, except course # 394 it was approved for 5 CEU instead of 4.5 CEU.

Motion made by Ron, seconded by Olivia. Motion passed.

STERLING EDUCATION SERVICES, INC:

- **Landlord-Tenant Law**

8 CEU

Landlord Tenant Law offered by Sterling will also be reviewed in March, along with Lorman's course.

Motion made by Ron, seconded by Olivia. Motion passed.

New School Application:

Birchwood Credit Services

2617 White Mountain Hwy.

2nd Floor, PO Box 436

North Conway, NH 03860

BIRCHWOOD CREDIT SERVICES:

- **Understanding & Maximizing Consumer Credit Scores**
3 CEU to 1 CEU

Course was reviewed and the committee felt there wasn't enough of information to approve it for 3 CEU, therefore it was reduced to 1 CEU. Motion made by Olivia, seconded by Ron. Motion passed.

Instructor Applications:

- **Bruce Lane REB.0015175 (THE RHODE ISLAND ASSOCIATION OF REALTORS)**
- **Ian S. Kahanowitz (THE RHODE ISLAND ASSOCIATION OF REALTORS)**
- **Crystal Hall RES.0034651 (CARMA REAL ESTATE EDUCATION CENTER)**
- **Herbert Armstrong RES.0032342 (CARMA REAL ESTATE EDUCATION CENTER)**
- **Joy E. Aguayo (CARMA REAL ESTATE EDUCATION CENTER)**
- **Lisa A. Topakian (CARMA REAL ESTATE EDUCATION CENTER)**
- **Michael E. Auger, CMI (CARMA REAL ESTATE EDUCATION CENTER)**
- **Tammy Jean Pelletier RES.0030224 (CARMA REAL ESTATE EDUCATION CENTER)**

- **Larry Avery (BIRCHWOOD CREDIT SERVICES)**

Nine instructors were approved as submitted. Motion made by Olivia, seconded by Gil. Motion passed.

Old Business:

None.

New Business:

Chairperson Marchwicki and Administrator DeLuca informed the Real Estate Commission that the Pearson Vue Testing Center will be holding their bi-annual meeting on April 29 & 30th. A few selected individuals were chosen to help revise and go over some of the questions on the state exam. All commission members are encouraged to give their recommendations or suggestions to Chairperson Marchwicki.

Chairperson Marchwicki notifies the Commission that all Meetings are open to the public, please let the local boards and schools know. We welcome all.

Opportunity for Public Comment:

None.

Chairperson Marchwicki informs the Board that the next Continuing Education Committee Meeting will be on Tuesday, 03/11/2014 at 09:15 A.M., Chairperson Marchwicki asks for a motion to adjourn at 10:07 A.M. Motion made by Ron, seconded by Olivia. Motion is passed. Meeting adjourned.

Respectfully submitted,

William J. DeLuca

Real Estate Administrator